

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

No. 32,633 01/88 **R PARIS, WEDNESDAY, JANUARY 27, 1988 ESTABLISHED 1887

PEOPLE 'Last Emperor' Wins Four Golden Globes... The Atlantic Bridge... German association for... Buckingham Palace... The Duchess of York... The Atlantic Bridge... German association for... Buckingham Palace... The Duchess of York... The Atlantic Bridge... German association for... Buckingham Palace... The Duchess of York...

Bush Gains From TV Fracas

Argumentative Interview Focuses on His Iran Role

WASHINGTON — Affiliates of the CBS television network around the United States were swamped with calls in support of Vice President George Bush after he and Dan Rather, the network's anchorman, engaged in an argumentative exchange on the air.



Vice President George Bush and Dan Rather, the CBS anchorman, arguing Monday night during an interview that was broadcast live.

Mr. Rather pressed Mr. Bush on his role in the Iran-contra affair during an interview that was broadcast live Monday night during the network's evening news program. The broadcast raised new questions on Mr. Bush's role in the affair. However, Mr. Rather's handling of the nine-minute interview with Mr. Bush, a leading Republican presidential candidate, became the dominant story in the country, with local television stations playing and replaying the segment and a rightist group, Accuracy in Media, demanding his resignation.



President Reagan's influence is slipping, a poll indicates. Page 3.

Reagan Vows He's Not Done

But Speech Holds No New Initiative For Final Year

By Joel Brinkley New York Times Service WASHINGTON — President Ronald Reagan has vowed to remain a vigorous, aggressive president "right to the finish line" of his administration a year from now.

In his State of the Union message, the last Mr. Reagan will give in person, he urged Congress on Monday night to show the United States "that democracy works, even in an election year." Mr. Reagan pushed for renewed aid to the Nicaraguan rebels, known as contras. He also asked for approval of the arms control treaty with the Soviet Union and called for an end to U.S. government financing of abortions.



Members of Congress greeting President Ronald Reagan before his State of the Union address.

Orders Surge In U.S.

December Gain Points to Strength In Manufacturing

WASHINGTON — Orders for a key category of U.S. manufactured goods soared 6.7 percent in December, the government said Tuesday, reflecting general strength in the nation's economy.

The Commerce Department said that more than two-thirds of the increase in orders for durable goods, products designed to last three years or more, resulted from a rise in aircraft orders, a volatile category. But it said that solid gains also were reported by several other major industries. Orders stood at \$118.7 billion in December, up \$7.4 billion from November for the sharpest increase in 15 months.

Iran Delays Winter Offensive

By Alan Cowell New York Times Service

BAGHDAD — Iran is hesitating to mount a long-expected winter offensive against Iraq, Western and Iraqi officials say, and apparently is concentrating instead on diplomatic efforts to break up a broad coalition of pro-Iraq Arab nations. Every year since 1984, Iran has opened major ground offensives against Iraq's southern port of Basra in this season. From December 1986 to March 1987 Iran fought a sustained campaign against the better-equipped Iraqi forces in battles in which, according to a Western diplomat, Tehran's numerically superior forces "came pretty close to winning."

Soviets, Too, Set INF Hearing

By Philip Taubman New York Times Service

MOSCOW — The Soviet Union plans an extensive public examination of the U.S.-Soviet treaty eliminating intermediate-range missiles and may amend the pact before it is formally ratified, Soviet officials said Tuesday. The Soviet plans for handling the treaty, which include nationally televised hearings and expert testimony critical of the accord, mark a departure from previously closed ratification procedures. The outcome, however, still will be controlled by the party leadership.

Herzog Defies Critics To Offer a Better Policy

By John Kifner New York Times Service

JERUSALEM — President Chaim Herzog defended Israel's tough policies against Palestinian protesters Tuesday and challenged critics in the American Jewish community to suggest an alternative. "Not one of our critics so far has come forward with such an alternative," Mr. Herzog wrote in a letter to Rabbi Alexander M. Schindler, president of the Union of American Hebrew Congregations. [The U.S. State Department announced plans Tuesday for Secretary of State George P. Shultz to meet two Palestinian leaders on Wednesday. Reuters reported from Washington. The two, Hana Siniora, a newspaper editor, and Abu Rahme, a lawyer, had been banned from traveling to the United States, but Israel later lifted the ban.]

Through Thick and Thin: A Chinese Hero in People's War on Baldness

By Edward A. Gargan New York Times Service

BEIJING — His pate gleaming like a freshly peeled potato, the man waited expectantly in the whitewashed room, the buoyant confidence of a lottery ticket buyer lighting his eyes. Dr. Zhao Zhanqiang dipped a small brush into a plastic bottle filled with an apricot-colored liquid and began dabbing the man's hairless dome in a sort of invisible poultice. On the bottle containing the liquid, a gold label read, "101 Hair Regeneration Liniment." It is among an array of elixirs, syrups and potions produced by doctors and tinkers here in a crusade to retard or reverse baldness. Most prominent in the crusade is Dr. Zhao, who has produced a substance that is championed by some Beijing city officials and that is inspiring hope among those sporty nature's tonsure.



Shulamit Aloni, right, and Ran Cohen, civil rights activists in Israel's parliament, talking to Palestinians on Tuesday on the West Bank.

Brezhnev Kin Is to Be Tried

MOSCOW (Reuters) — The son-in-law of Leonid I. Brezhnev, Yuri M. Churbanov, will go on trial for corruption and taking bribes, Tass said Tuesday. Brezhnev, who was the Soviet leader, died in 1982.

Tass quoted the Soviet deputy procurator, General Alexander Katushev, as saying that investigations were continuing into the case of Mr. Churbanov, formerly a senior official, who has been in prison since his arrest in 1983. "He has been charged with taking bribes of more than 650,000 rubles and with abusing his official position," General Katushev said.

General Noriega, Panama's military leader, faces allegations of smuggling and corruption from a former adviser. Page 6.

General News A Salvadoran military court ordered three suspects tried in the 1985 killings of four U.S. marines. Page 6.

Business/Finance French cognac maker Martell & Compagnie accepted the increased bid from Grand Metropolitan. Page 9.

Table with financial data: Dow Jones, The Dollar, etc.

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Israel's Beating Policy Draws Mixed Response by U.S. Jews

By David K. Shipler
New York Times Service
WASHINGTON — Israel's policy of responding to unrest in the occupied territories by having its troops beat Palestinians has generated some quiet expressions of concern but only scattered public complaints by leaders of American Jewish groups.

Nor has it hurt fund-raising on behalf of Israel, according to officials of the United Jewish Appeal, which funneled about \$360 million to Israel last year. Another organization, Friends of the Israel Defense Forces, has even reported an increase of 15 percent to 18 percent in contributions since the clashes began in early December.

Beneath the formal expressions of support for Israel, however, there seems to be a deeper disquiet. The Conference of Presidents of Major American Jewish Organizations held what one official described as an "emergency meeting" Monday in New York to discuss the impact of the violence on Israel's image in the United States. One participant described the group as "very, very distressed" by the reports of indiscriminate beatings.

The beatings came after weeks of Palestinian rioting in the Israeli-occupied Gaza Strip and the West Bank, during which troops killed at least 38 Arabs, mostly by shooting into crowds of protesters throwing stones and gasoline bombs.

In response to complaints from the Reagan administration and the UN Security Council about the use of lethal force, Israel's defense minister, Yitzhak Rabin, announced last week a policy of "night, power, and beatings" to cow the Arabs. Troops reportedly were sent into homes to break the hands of youths so they could not throw stones.

"I can assure you that Israel is hearing from American Jewish supporters," Hyman Bookbinder, the American Jewish Committee's special representative in Washington, said by telephone. "We're awaiting explanations, and we're hoping for modifications. It has caused great chagrin, great dismay among their best Jewish supporters."

He said leaders of Jewish groups were telling the Israelis: "This is costing you terribly in terms of sympathy and understanding. It's a very expensive mistake that you've made. I think it's one of the worst mistakes that you've made."

On Sunday, in a cable to President Chaim Herzog, Rabbi Alexander M. Schindler, president of the Union of American Hebrew Congregations, called the beatings "an offense to the Jewish spirit" that "betrays the Zionist dream" and added: "We plead with you to bring this madness to an end."

Most other leaders have kept their criticisms private, however. Several confirmed that Morris B.

Abram, president of the Conference of Presidents of Major American Jewish Organizations, called Mr. Rabin last week to register his objections to the beatings and had a "tough discussion." Mr. Abram, who has scheduled a news conference for Wednesday, declined to make public statements Monday.

Criticism did come from other quarters. A letter asking American Jews to speak out was sent to the New York Times by Irving Howe, author of "World of Our Fathers," Rabbi Arthur Hertzberg, professor of Religion at Dartmouth College; Henry Rosovsky, former dean of Harvard University's Faculty of Arts and Sciences; and Michael Walzer, a political science profes-

or at the Institute for Advanced Study in Princeton, New Jersey.

The letter said the beatings "strengthen the hand of those Arab extremists who, like Israeli extremists, reject negotiations and dream of a 'holy war.'" It continued: "Let our fellow American Jews speak up in friendly but firm voices, and tell Israeli leaders that we disagree profoundly with the 'iron fist' policy."

None of this appears to have damaged fund-raising efforts. Raphael Rothstein, vice president of programs for the United Jewish Appeal, said that telephone solicitations on Jan. 24 had yielded "excellent" results, especially in Miami, where the campaign "had a very, very successful day."

WORLD BRIEFS

Bonn Admits Terrorist Intimidation

DUSSELDORF (Reuters) — Wolfgang Schauble, a top aide to Chancellor Helmut Kohl, testified Tuesday that threats to kill two West Germans kidnapped in Beirut had forced Bonn to refuse a U.S. request to extradite Mohammed Ali Hamad, a Lebanese suspected of the 1985 hijacking of a TWA plane and murder of an American passenger.

It was the government's first public admission that it was intimidated into disregarding its extradition treaty with the United States because it feared for the hostages' lives. Mr. Schauble heads Bonn's hostage crisis team.

"The threats influenced our decision," Mr. Schauble said at the trial of Abbas Ali Hamad, who is charged with masterminding the kidnappings of Alfred Schmidt and Rudolf Cordes in January 1987 to halt the extradition of his jailed brother and force an exchange of prisoners.

UNITA Claims Gains on Garrison

JOHANNESBURG (WP) — The Cuban and Soviet-backed Angolan Army command has withdrawn from the strategically important Angolan town of Cuito Cuanavale following a one-month siege by South African-backed rebels, guerrilla leaders said Tuesday.

The National Union for the Total Independence of Angola, UNITA, said the command post of the Angolan Army and its Cuban and Soviet advisers left Friday and moved about 15 miles (25 kilometers) northwest to the village of Nakova, leaving behind remnants of three brigades, which were putting up dwindling resistance.

Tito Chingunji, UNITA's Washington-based foreign secretary, who just returned from Angola, said Cuito Cuanavale was "half in control" of the rebels and would be fully under UNITA control in a matter of days. The garrison town, with one of the few air bases in southeastern Angola, has been considered vital to the Angolan government, serving as the major supply point for the army's annual dry-season offensives against UNITA.

New Evidence in War-Crimes Trial

JERUSALEM (Reuters) — The Israeli court trying John Demjanjuk on charges of Nazi war crimes ordered a key prosecution witness to take the stand again after the defense revealed Tuesday that it had new evidence.

In a surprise move on the second day of the prosecution's opening up, the defense said it had discovered a 1945 statement from a death camp survivor who had testified against Mr. Demjanjuk. The statement describes the killing of the Nazi guard "Ivan the Terrible" by Jewish inmates of the Treblinka concentration camp in Poland during an uprising in 1943.

Mr. Demjanjuk, 67, a retired U.S. auto worker, went on trial 11 months ago, charged with crimes committed as "Ivan." He maintains he is a victim of mistaken identity and was a prisoner at another camp. Judge Dov Levin ordered the Holocaust survivor, Elyah Rosenberg, recalled for further questioning.

Australia Aborigines Rally in Protest

SYDNEY (NYT) — Thousands of aborigines from around Australia have met here in what their organizers said could well be the largest gathering of the ancient people in its 40,000-year history.

The meeting — what the aborigines call a mob — was held in preparation for protest demonstrations this week as Australia celebrates the bicentennial of the arrival of the first white settlers. A fragmented and generally passive nomadic people, the aborigines were no match for the convict colonizers from England.

About 4,000 of the aborigines demonstrated Tuesday, lining the waterfront and carrying tribal flags of red, black and yellow as a fleet of 11 sailing ships, re-enacting an epic voyage by Australia's first white settlers 200 years ago, sailed into Sydney harbor, Reuters reported.

For the Record

New Caledonia, the French South Pacific territory, will elect its regional assembly April 24, the same day as the first round of French presidential elections, it was announced Tuesday in Paris. The new assembly is expected to implement a new autonomy statute. (AP)

The Italian government survived two confidence votes Monday night, by margins of 348-209 and 349-210. Prime Minister Giovanni Goria, a Christian Democrat, called for the votes after repeatedly suffering defeats on the 1988 budget. (Reuters)

TRAVEL UPDATE

Court to Hear Brussels Airport Case

BRUSSELS (AFP) — Union officials for the air controllers who have carried out intermittent strikes at the Brussels airport for the past week will appear before a Brussels court on Friday, union sources said Tuesday.

The sources said the controllers of the Confederation of Christian Unions intended to continue their job action until the hearing. The strikes have so far caused severe disruption at the airport. The controllers are demanding a raise, changes in their schedules and a reduction in hours.

\$36 Million for Contras To Be Asked by Reagan

By Joel M. Brinkley
New York Times Service
WASHINGTON — The White House will ask Congress for \$36.25 million in aid for the Nicaraguan rebels over the next several months, including \$3.6 million for the purchase of weapons, Reagan administration officials said Tuesday.

Under the White House plan, approved by President Ronald Reagan, the military aid would be held in escrow until March 31 and released only if the contras and the Sandinist government have not reached agreement on a cease-fire by then.

The final figure, arrived at after several days of consultation with key members of Congress, is less than the president had wanted — a reflection of the stiff and perhaps insurmountable congressional opposition the administration request will face.

Last fall, Secretary of State George P. Shultz said the administration wanted \$270 million to be spent over 18 months, or about \$15 million a month. The actual request, to cover a period ending roughly July 1, comes to less than \$10 million a month.

Still, congressional Democrats said they would oppose the plan, to be submitted to Congress on Wednesday. The request is almost certain to set off one of the fiercest battles in the Reagan administration's final year.

"We're very clearly dead set against" the proposal, a top aide to Jim Wright, the speaker of the House, said. Holding military aid in escrow "is a built-in incentive to the contras not to agree to a cease-fire; I think we can beat this."

Representative Tony Coelho of California, the Democratic whip, said, "It isn't going anywhere."

And Representative David E. Bonior, the Michigan Democrat who is head of the House Nicaragua Task Force, said, "This isn't a moderate request at all," adding that "the delay on the military aid is just a gimmick that won't fool anybody up here."

But not all the contra aid opponents were quite so adamantly opposed. Senator Christopher J. Dodd, a leader of opponents in the Senate, said the proposal "is certainly more appealing" but added that his view, "any assistance is a mistake."

To change the opponents' minds, Mr. Reagan wants to give Congress a role in the decision on whether the military aid is to be released when the escrow period ends.

On Tuesday morning, Mr. Reagan met with several senators who are considered swing voters on the issue, and they told him that the House of Representatives would defeat the request if the decision on whether to release the military aid were left to the White House alone.

"It's clear it's in trouble in the House" without that, said Senator John McCain, Republican of Arizona.

Mr. Reagan's aides were consulting with lawyers in the evening to see how Congress might be included in the decision, and officials said no decision on that question has been made.

Poison Gas Kills An Ally, Iran Says

NICOSIA — An official of an Iranian-backed Iraqi opposition group has died in Tehran from injuries he suffered two months ago in an Iraqi chemical-weapon attack, the Iranian news agency said Tuesday in a report monitored in Cyprus.

The agency said Abouzar al-Hassan, executive director of the Supreme Assembly of the Islamic Revolution of Iraq, which advocates an Iranian-style revolution in Iraq, was exposed to poison gas fired by Iraqi forces near Haj Omran in northeastern Iraq.

Iran says hundreds of its soldiers have been killed by Iraqi poison gas in the more than seven years of the Gulf War. In March 1986, the United Nations Security Council condemned Iraq for using chemical weapons against Iranian troops. Baghdad denied the charge.

Strauss Visit to Soweto Is Canceled

SOWETO, South Africa (Reuters) — Meetings between South African anti-apartheid activists and Premier Franz Josef Strauss of the West German state of Bavaria were canceled without explanation on Tuesday.

Mr. Strauss was to have met black teachers in Soweto, the township outside Johannesburg, and trade unionists in Pretoria. But employees of Soweto's Funda (education) Center said Mr. Strauss's tour organizers had canceled the meeting.

Since arriving Jan. 20, Mr. Strauss has met with President P. W. Botha, cabinet ministers and conservative blacks, but so far has not gone to any of the black townships.



BANGLADESH STRIFE — A policeman seizes a boy during a 12-hour general strike in Bangladesh on Tuesday. Hundreds of homemade bombs exploded in Dhaka to scare people into staying at home. At least 100 were injured by the police as protesters shut down transportation and businesses in the latest effort to compel President Hussain Mohammed Ershad to resign.

REAGAN: President Tells Congress He Won't Let Up

(Continued from Page 1)

He has made many times before. He called for "imaginative reforms" in public education, including merit pay for teachers and innovative new curriculums. White House officials have been saying that changes in education would be one of the administration's major domestic policy initiatives this year, and Mr. Reagan's accompanying legislative message to Congress on Monday included requests for increased spending in that area.

But Mr. Reagan placed most of the burden for change on the states. "We can talk about and push for these reforms," he said. "But the most important thing we can do is to reaffirm that control of our schools belongs to the states, local communities and, most of all, to the parents and teachers."

He also urged changes in U.S. welfare programs, saying that they "have created a massive social problem." But again, he left most of that to local governments.

He was less quarrelsome with Congress than he has been at times past, though he did point to a few programs "tucked away behind a comma here and there" in the catch-all spending bills Congress approved, and he signed into law, in December.

"There's millions for items such as cranberry research, blueberry research, the study of crawfish," as well as \$500,000 "so that people from developing nations could come here to watch Congress work." That last item, the president joked, "I won't even touch."

He brought along copies of several of what he described as the "behoemod" bills passed late in 1987, and, to laughter and applause, held several of them up.

To prevent bills so complex that unusual programs can be hidden in them, he promised to work closely with Congress throughout the budget process this year. But he also vowed that if the Congress sends him a huge catch-all spending bill in December, "I will not sign it."

Of his display of the copies of the bills Representative Leon E. Panetta, Democrat of California, said it was "vintage Reagan."

"I'm sure it was very popular with the people viewing from home," said Mr. Panetta, who is known in the House of Representatives for his budget expertise. But he added, "What I always resent is Reagan's ability to avoid any responsibility for the budget process and what went wrong with it."

Of the Nicaraguan rebels, Mr. Reagan said, "Their cause is our cause: freedom. To that he got enthusiastic, sustained applause, most of it from Republicans.

Democrats and Republicans alike gave a standing ovation to his call for ratification of the treaty with the Soviet Union banning in-

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Finland F.M.	1,730	930	520
France F.F.	1,500	820	450
Germany D.M.	380	210	115
Gt. Britain £	130	72	40
Greece Dr.	22,000	12,000	6,600
India Ru.	150	82	45
Italy Lit.	300,000	160,000	85,000
Japan Y.	11,500	6,300	3,400
Netherlands Fl.	690	400	210
Norway (post) N.Kr.	1,800	990	540
Portugal Esc.	2,300	1,270	700
Spain (incl. del.) Ptas.	22,000	12,000	6,600
Sweden (post) S.Kr.	1,800	990	540
Switzerland (incl. del.) S.Fr.	2,300	1,270	700
U.S. (incl. del.) \$	510	280	154
Rest of Europe, N. Africa, Japan, Pl. Adm. Middle East \$	510	280	154
Rest of Africa, Gulf States, Asia \$	580	320	175

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27-1-88

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BUSH: Argumentative TV Interview Raises New Iran-Contra Questions

(Continued from Page 1)

was majority complaining that Mr. Rabin had been disrespectful.

"The lines lit up like a Christmas tree," said Wes Mills, a reporter for a CBS affiliate in Arkansas.

During the interview, Mr. Rabin noted that Mr. Bush was an anti-terrorist expert and questioned how he and President Ronald Reagan could have been "party to sending missiles to the ayatollah of Iran."

"You made us hypocrites in the face of the world," Mr. Rabin said. "How could you do that?"

Mr. Bush said: "I signed on to it, the same reason that the president signed on to it. When a CIA agent is being tortured to death, maybe you err on the side of human life. But everybody has admitted mistakes. I've admitted mistakes. And you want to dwell on them."

Richard Bond, Mr. Bush's Iowa coordinator, said that his headquarters had received more than 60 unsolicited calls, all but a few supporting Mr. Bush and more than a dozen from people who said they were switching to him.

George Wittgraf, Mr. Bush's Iowa chairman, described it as a "shaping event" that is "moving some in our direction and firing up our supporters."

Steve Roberts of Des Moines, a lawyer who supports Mr. Dole, agreed that "there's a short-term benefit in standing up to the press." But, he said, "in the long-term it raises the question of Bush's role in Iran-contra. The question won't go away." (WP, AP, Reuters)

New Explanation by Bush

David Hoffman of The Washington Post reported earlier from Washington.

During the nine-minute exchange on the most-watched evening news program in the U.S., Mr. Bush offered a new explanation of his knowledge of the arms-for-hostages dealings with Iran.

The explanation is at odds with a memorandum written in 1986 by his chief of staff.

Mr. Bush asserted on the air that Mr. Rabin had "impugned" his integrity in the report.

"It's not fair," Mr. Bush said, "to judge my whole career by a rebash on Iran."

Mr. Bush has repeatedly said he did not learn until December 1986 about the true nature of the clandestine shipments to Iran. Mr. Rabin pointed out that the arms-for-hostages deals were described explicitly in the July 29, 1986, meeting that Mr. Bush had with Amiram Nir, the counterterrorism adviser to Shimon Peres, who then was the Israeli prime minister.

Mr. Bush's chief of staff, Craig L. Fuller, wrote a memo at the time recounting the discussion.

"I was told what they were doing," Mr. Bush said, referring to the Israelis, "and not what we were doing."

According to Mr. Fuller's memo, Mr. Nir told Mr. Bush that Israel's role was: "We activated the channel; we gave a front to the operation; provided a physical base; provided aircraft." This was to "make sure the U.S. will not be involved in logistical aspects."

Mr. Nir, according to the memo, then went on to describe later phases of the operation involving U.S. officials, including the failed mission by Robert C. McFarlane, the former national security adviser, to Iran in May.

Allies Deny Gulf Plan; U.S. Aides Say It Is Set

Washington Post Service

WASHINGTON — Spokesmen for the governments of Britain, France and Italy have denied that their navies have worked out a multiple arrangement to sweep mines from the Gulf.

In Washington, however, military planners with access to arrangements for future deployment of minesweepers in the Gulf repeated that such a plan had been formulated and was scheduled to be put into effect next month.

A British government spokesman said a Washington Post report that the three countries had concluded such an agreement "unjustified," adding, "It's not true, I'm afraid."

"There has been no coordination of an organized kind" with the French and Italians, the spokesman said in London.

A French naval spokesman said: "There is no agreement. The French Navy is acting for national interests."

In Rome, an Italian Navy spokesman said: "There has been no agreement. The report has taken us by surprise. We cannot understand where it came from."

U.S. military officials who were briefed on the minesweeping plan said it called for Britain, France and Italy to contribute minesweepers to a five-ship task force. The command of the task force would be rotated among the three navies at regular intervals, they said.

The multiple approach, these officials said, is designed to reduce the number of ships each country would have to keep on duty and allow them reduce staffs by having one command.

U.S. officials involved with Gulf military operations said the British government approved the multiple minesweeping approach on Thursday.

New Flaw Found in Space Shuttle

The Associated Press

WASHINGTON — NASA engineers, investigating cracks in a shuttle main engine part, discovered an unrelated problem in which two seals were not properly welded together, the space agency disclosed Tuesday. The problem may cause further delay in the next launching.

"It is not known to what degree the condition of the seal might limit its acceptability for flight," said Jerry Berg, a spokesman for the National Aeronautics and Space Administration, at the Marshall Space Flight Center in Alabama.

"All of the high-pressure fuel pumps currently are being examined."

NASA officials met Monday to set a flight date but adjourned, saying that the decision would come later in the week.

Warts Admits

Group of soldiers from the region and look for 450 cases at the banking and business of registration from individual

FEBRUARY 11

NEWSPAPERS IN MEXICO

Antonio Ortiz-Mena, President

December 26, 1987

SPECIAL ADDRESS

Subject to be announced

Coffee

BREAKING THE DEBT PROBLEM

AMERICAN AND EUROPEAN DAMAGE MITIGATION

Belaio Belanor, former Secretary

Mr. Jeremy Morse, Chairman

FROM THE NEW FORUM

Mario Garcia-Arango

Venezuela

DISCUSSION MORNING LUNCHEON

THE PLAGUE OF POLAND

FORNIGHT SOUTH COM

Arthur Dunlop, Secretary

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THE RESTORATION OF THE

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AMERICAN TOPICS

Women Win Millions In a Sex-Bias Lawsuit

In a multimillion-dollar settlement, State Farm Insurance Co. has agreed to pay damages and back pay to women who were refused jobs as sales agents in California over the past 13 years.

When the women sued, fewer than 1 percent of State Farm's California agents were women. Mr. Wilcox said that throughout the country today the proportion of women agents is comparable to that of women in the overall work force.

Short Takes

Every Wednesday at luncheon the Mariners Temple Baptist Church in lower Manhattan holds a 45-minute "Hour of Power," with plenty of music and a peppy sermon by the pastor, the Reverend Stan D. Yonke, followed by a sandwich lunch.

Women Win Millions In a Sex-Bias Lawsuit

This is my midweek pick-up," Edna H. Hines, a dietician, told The New York Times. "It helps you face the afternoon."

The navy should scuttle its planned Seawolf attack submarine while striving for a better boat, Anthony R. Battista said before leaving his post as director for research and development for the House Armed Services Committee to become a private consultant.

Short Takes

Malibu, a name that conjures up sun, surf and cinema stars, is no longer a Chevrolet model, but about 40 products use it, from Malibu lingerie to a Malibu doll.



KILLER BEE PATROL — Dr. Gerald Loper uses a net to capture bees in Arizona near the Mexican border. Dr. Loper spoke to the annual meeting of the American Beekeepers Federation in Houston on Monday and said that African killer bees could reach the U.S.-Mexican border by late this year.

A portrait of President Andrew Jackson is being shipped from France's National Museum of Franco-American Cooperation at Blaincourt for an exhibit of "Portrait Paintings in Tennessee" in Nashville, Tennessee.

Reagan's Influence Slipping, Poll Shows

By E.J. Dionne Jr. NEW YORK — President Ronald Reagan's influence is continuing to recede as the 1988 election year commences, and the nation's political mood is one of drift and uncertainty, the latest New York Times-CBS News Poll shows.

Colleen Moore, '20s Film Flapper, Dies

New York Times Service Colleen Moore, 85, the star of the silent screen who personified the "flapper" of the 1920s, died of cancer Monday at her ranch near Paso Robles, California.

UPDATE

ssels Airport... -Contra Quies... Gulf Plan... ay It Is Sel...

Hertz Admits Overcharging for Repairs to Cars

New York Times Service NEW YORK — For seven years, the Hertz Corp. charged American motorists and insurance companies higher prices to repair damaged cars than Hertz actually paid, the company acknowledged.

German Farmers in Protest

BORLEN, West Germany — About 2,000 West German farmers blockaded three major crossing points on the Dutch border with tractors Monday to protest European Community agriculture policy.

LATIN AMERICA TOWARDS RENEWED GROWTH London, February 11-12, 1988. The second International conference co-sponsored by the International Herald Tribune and the Inter-American Development Bank.

The Food Lover's Guide to France by Patricia Wells. "If you love food, and are headed for France, Wells' book is a must." Now available. Includes a photo of a restaurant interior.

ssels Airport... -Contra Quies... Gulf Plan... ay It Is Sel... n Space Shuttle

Vertical text on the right edge of the page, including "Page 3" and various small notices.

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

Do the French Care?

Despite the dire predictions of Raymond Barre, the combination of a Socialist president and a conservative prime minister has not been disastrous...

Good News in Beirut

Seemingly broken beyond healing, Lebanon does not often draw the attention of outsiders anymore. But the lifting of the siege of two Palestinian refugee camps in southern Beirut is different...

Is Manigat a Democrat?

The Haitian military has stuffed a reasonably good man into the presidency — to the profound indifference of Western Hemisphere leaders...

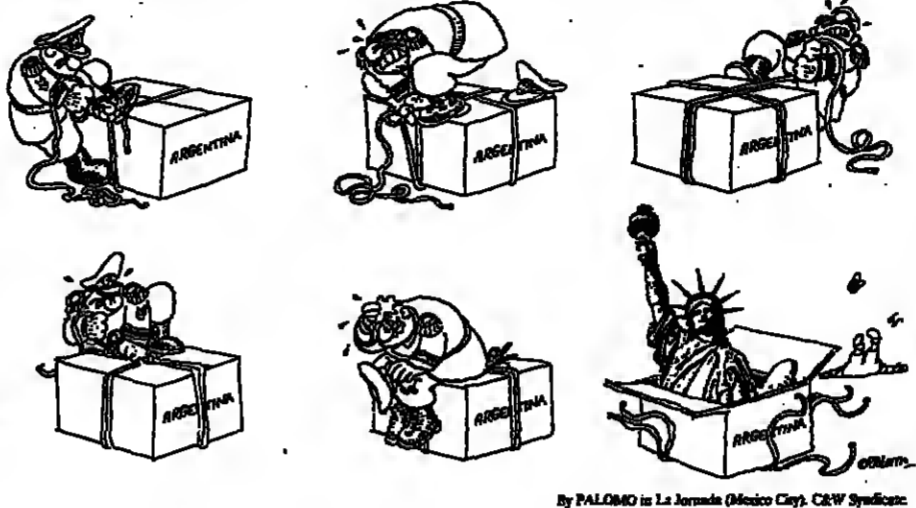
Other Comment

To Oz: Many Happy Returns Aborigines now represent just one percent of the population and the celebrations begin an official inquiry...

Argentina: The Military Threat Remains

By Daniel Poneman

WASHINGTON — The suppression of the mutiny led by former Lieutenant Colonel Aldo Rico last week may be an important turning point in Argentina's efforts to bring the military back into constitutional government...



By PALOMO in La Jolla (Mexico City). CAPW Syndicate.

The British Example Gives a Warning to America

By Paul Kennedy

WASHINGTON — The world is coming to the end of another century, and its available power is faltering.

Also a fair description of an earlier power, Great Britain, which a century ago found itself in very similar circumstances...

Britain took on more commitments than it could handle. But fiscal rectitude cushioned its decline.

Victorian statesmen worried about inner-city poverty, inadequate educational facilities, the erosion of manufacturing jobs, "unfair" foreign competition and the constant pressure for more spending on health care, social services and defense.

In the mid-19th century, Britain's industrial and strategic position had been secured. But by 1903, in the words of the colonial secretary, Joseph Chamberlain, it resembled a "weary Titan" staggering under the orb of its own fate.

Trade Is a Battle That Must Be Fought

By Richard A. Gephardt

WASHINGTON — The landmark trade agreement signed recently by the United States and Canada is fresh evidence that bilateral negotiations to remove protectionist barriers can and must be the cornerstone of an effective trade policy.

The treaty confirms something else: that the Establishment game on trade, as played by editorial writers and Wall Street, by most Republicans and by too many Democrats, is a loser.

The Establishment is separated from the consequences of its own opinions. The tough decisions will not be tough on the editorial writers who advocate them...

I'm tired of hearing the blame for the trade deficit put on our workers and farmers when they are the victims of myopic management and anarchistic government policies.

A New World Requires New Thinking

DEVELOPMENTS in science and social organization are altering the way we too profoundly for conventional habits of thinking to grasp. Superconductivity may transform a foundation stone of all human activity...

Time's Up: So Much for The News

By Jim Hoagland

PARIS — Pausing in the middle of an interview a few days ago, Egypt's President Hosni Mubarak was trying to recall the name of the American politician he wanted to use to illustrate a point about the media and politics...

Currency Market Dollar Slips Purchases by could Cut U.S. Tuesday's OTC Prices

INTERNATIONAL HERALD TRIBUNE JOHN HAY WHITNEY, Chairman 1958-1982 KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER Co-Chairman

100, 75 AND 50 YEARS AGO 1888: Eiffel Unshaken PARIS — The iron horror which was to immortalize M. Eiffel is said to be tottering. It had reached a height of 165 feet or thereabouts when some one noticed that the monster seemed shaky at the base...

Handwritten note: 'Diplomats'

OPINION

A Friend's Message to Israel: Jews Must Not Break Bones

By A. M. Rosenthal

NEW YORK — There is a gift that foreign supporters of Israel, particularly Jews, can now give to the country. And there is a gift that a particular leader of Israel, who has fought for her in war after war, can give. It would be a gift of great cost to himself, but it would burnish his name and that of his perpetually embattled nation.

ON MY MIND

Freedom and ethics — is to speak the truth to Israel. The truth is that the Israeli government's handling of the Palestinian demonstrations has been tragically wrong, for Palestinians and for Israel.

The damage will take a long time to repair. If not fully and publicly recognized, the policy of trying to beat demonstrations down with fist and club can break not only Palestinian bones but Israel's respect in the world and in Israel.

From the enemies of Israel, the new wave of denunciations means little. Israelis know the history of 40 years of unrelenting opposition to their very existence and will not pay a great deal of attention to those who would destroy them.

Nor will Israelis consider deeply the laments of Jews for whom Israel somehow constantly causes eruptions of self-guilt. The only balm for these rashes seems to be condemnation of Israel and comparisons to fascists and South African.

But those who believe in Israel, and do not and will not turn against her for every mistake or sign of trouble, have the right and obligation, in friendship, to say that what has been taking place these past weeks is also an insult to Jewish history. Every one of us has a friend or relative who has turned to us

and said no, what you are doing is wrong and injures you and those who love you. To a friend it can be said privately; to a government it is better said publicly.

As Israel is a reality, so it is a reality that there are things Israel cannot do. Guns cannot be used to shoot demonstrators, even though they throw rocks. Soldiers cannot be ordered to grab demonstrators and beat them, break bones, teach them that the cost of demonstration is pain and deformity.

The enemies of Israel do use weapons against the unarmed; Syrian soldiers wiped out thousands of their own citizens in the city of Hama in 1982. But Israel cannot. In part, this is a political price. Israel must pay it if she wishes to remain both an occupying power and a state living in decency, with the respect of that part of the world that cares about decency.

There is a more important reason than political price. It is what Jews think of themselves. Jews can fight an armed enemy and kill him. Jews can take steps to prevent being attacked by attacking first. Jews can hunt and destroy terrorists.

Jews cannot shoot demonstrators, unless the rock becomes a gun. Jews cannot drag people into a corner and smash their bones or do it in public and cry out to passersby, see, this will happen to you.

The point is not that the world may accept this in others but not in Jews. That is often true. But the soul-deep truth is that Jews cannot accept this in themselves. There is too much teaching from Scriptures, from family, from history and Jewish law and lore, and conception of what can be and what must not be. And too many memories.

It is not a matter of price but of pride. So this episode should end with a gesture of pride. Curfews and arrests will remain legitimate weapons and so will armed force against armed enemies, in Israel or abroad. But not gunfire against demonstrators, nor smashing of bones.

One person can act to signify the end — Yitzhak Rabin, once a fine general in Israel, now minister of defense. His is not the sole responsibility; the cabinet approved, according to Prime Minister Yitzhak Shamir. But it was Mr. Rabin's officers who had not trained their soldiers in acceptable riot control. And it was Mr. Rabin who ordered beatings carried out and enunciated the policy, in words that aroused sorrow and shame among friends of Israel.

The Israeli government seems to be edging away from the policy of beating. But more is needed, by Israel and for Israel. Mr. Rabin can restore his stature and Israel's by resigning. Then Israel can be itself again: a nation with a right to a vision, a right even to be wrong sometimes and to act in self-interest, strong in battle and strong in decency.

Jews must not break bones. This is the message that must come from the friends of Israel. It will be heard in Jerusalem. The New York Times.



A Response From Dassault

I was particularly shocked by the content of the report, "French Aerospace's Fading Star" (Business/Finance, Jan. 4). It is a real work of disinformation and reveals a surprising attitude on the part of your publication.

To back up its arguments, it resorts to the statements of an employee of our company who was dismissed more than 20 years ago, who lost the proceedings taken against us, and who since has had no position with responsibilities allowing him to pass any credible judgment with respect to aeronautics; and to an analyst who, considering the statements attributed to him, seems incompetent.

Moreover, when the article quotes a representative of our company, Charles Edelstein, his statements are indelicately misrepresented. You quote him as saying that "our military markets have practically disappeared," instead of "incidentally, the military market has practically disappeared," which is totally different. This is only one example.

I do not want to enter into an argument criticizing all the errors and untruths, but I find them regrettable from a newspaper as famous as yours.

INF: We Must Hope... I am surprised that a seasoned journalist like Lou Cannon, in describing President Reagan's "Bad Year" (Jan. 4), would relegate the INF agreement to a passing reference. While some may be skeptical about the long-term impact of the accord to eliminate intermediate-range nuclear arms, it is unfair not to treat it as a major accomplishment; it may in fact have a far more positive effect on our lives than even the White House public relations machine talks about.

Letters to the Editor

By Process of Elimination Regarding the opinion column "Thatcher: She's Brilliant, Arrogant and All There Is" (Jan. 18) by William Pfaff:

If Prime Minister Margaret Thatcher is brilliant (and arrogant, unreasonable, emotional, excitable and ruthless); if the Labor Party is weak and divided and without a convincing program; if the Social Democratic-Liberal Alliance "blew itself to bits"; then Mrs. Thatcher is the best leader Britain can have.

The Sins of the Fathers The article by Henry Tanner, "Born Guilty: The Children of Nazis" (Jan. 19), should be compulsory reading in schools throughout Europe and America. Who was not guilty during that time when men took leave of their senses? What was any of us did to avert it was not enough.

Questions of Deterrence Regarding "No, Be Bold: Get Rid of Nuclear Arms Altogether" (Jan. 6): The "elephant repellent" John A. Osmunden writes about my in fact have made elephants stay away from that house in Brooklyn, simply because some elephants, disliking purple powder as they do, found out it was there. We will never know. The same principle explains why we keep nuclear weapons in store.

There's a Time for Dying Judith Paterson's article "Something Needs to Be Done About the Quality of Dying" (Meanwhile, Jan. 15) is so correct and full of common sense that it should be included in the preface of every first-year medical textbook. Dying is just as important a part of the life cycle as procreation. To prolong the life of an obviously decaying and weary organism is an affront to nature.

Princess Anne of Britain opening an international meeting of health ministers Tuesday in London to map strategy against AIDS.

The Talk Shows Never Call On Mr. Death

By Joseph Laitin

WASHINGTON — As editors and reporters of The Washington Post emerge from the bank of elevators on the fifth floor and head toward their desks, they must first pass by the obituary news section, placed at the entrance of the newsroom by Executive Editor Ben Bradlee in what can only be called a brilliant move to remind staff at day's start of their impermanence.

They walk through the area quickly and silently. Obituaries are not the happiest or most glamorous assignment in the newsroom, perhaps just one of the most demanding. For those who work on them, there are no laughs. No invitations to lunch. No treats. No thanks. And you had better be accurate; an error could mean extra grief to people who do not need it. Obit writers never get invited to appear on television talk shows.

The job calls for tact and toughness. Survivors understandably seek for their loved ones a eulogy, not an obituary. A family bereaved naturally will not accept the fact of death as a news story that must include facts of life that may present the departed as less than a saint.

There is another option: no news story at all, if the deceased is not a public figure. There is always the paid classified ad, the formal death notice, in which the survivors can say what they

please — like the death notice a few weeks ago announcing the survivors as "four sons and an eccentric wife."

There are often difficult decisions to be made. Recently the Post ombudsman took the obit writers to task for an obituary of a public figure that provided the married name and whereabouts of his daughter, who as a youth drove the getaway car during a robbery in which her

MEANWHILE

two cohorts shot and killed a policeman. Responsible reporting required mention of the incident and its aftermath, in which the father had played a role.

But why was it important for everyone to know, almost two decades later, the daughter's married name and the community in which she now lives with her family? This obituary generated spirited discussion about journalistic ethics among some pretty responsible people, but the ombudsman's view is still in the minority.

The professional life of an obit writer can be a lonely one. Recently, I challenged the accepted practice of always stating the cause of death and got ob-

where. So, when I read of the passing of a 94-year-old woman and the story stated, with what I felt were overtones of some deep, dark family secret, that "the cause of death was not revealed," I wrote a memo to the effect that even to discuss the cause of death of a nonagenarian was utterly ridiculous, regardless of what the overall guidelines are.

The obituary editor, J.Y. Smith, explained why this was done, which, frankly, I had never thought about. In a follow-up memo on this subject I advised the newsroom staff, with a touch of whimsy and mischief, that his explanation fascinated me and if they were interested, they could phone him to hear it. Well, Mr. Smith's phone went off the hook that day. I later apologized, but he hastily assured me it wasn't necessary.

"It was a great day for me," he said, with some intensity. "Nobody ever talks to me around here. You see the way they pass by here from the elevators? I'm Mr. Death. I've talked to more of my colleagues today than I have since I've had this job, and I meant to thank you."

Why was it necessary to refer to the cause of death when the deceased was 94? Said Joe Smith: "O.K., wise guy, at what age does a person die of old age?"

The writer is The Post's ombudsman.

Letters to the Editor

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Princess Anne of Britain opening an international meeting of health ministers Tuesday in London to map strategy against AIDS.

GENERAL NEWS

Europe Seeks to Blunt U.S. Moves To Toughen COCOM Enforcement

By Joseph Fitchett International Herald Tribune PARIS — With Western governments to meet Wednesday to discuss the extent of restriction on the sales of high technology equipment to the Soviet Union, European officials disclosed Tuesday a series of measures intended to defuse U.S. congressional pressure for tougher penalties against companies that break the embargo.

Officials in France confirmed that four men have been arrested on charges of using a phony company to smuggle Soviet electronic equipment to the Soviet Union. If convicted, they face prison terms instead of the fines given similar offenders in the past, sources said.

At the same time, European governments have warned the Reagan administration that congressional action against foreign companies convicted of technology smuggling can undermine cooperation on this politically sensitive issue.

With this mix of tougher enforcement and demands for more discretion, officials in Britain, France and West Germany said that they are hoping to strengthen what a West German official called "pragmatic" factions in the Reagan administration who seek to ease some restrictions on trade with the Soviet Union.

GENERAL NEWS

Top Officials Meet to Map Worldwide AIDS Battle

By Karen DeYoung Washington Post Service LONDON — Delegations from more than 150 countries, including 121 health ministers, gathered here Tuesday for the first worldwide governmental meeting on AIDS.

Jointly sponsored by the World Health Organization and the British government, the three-day meeting is designed for governments to share information about how acquired immune deficiency syndrome has spread in each country and the nationwide educational and public health programs they have developed to curtail it.

It is the first time the AIDS epidemic has been addressed worldwide as a political problem rather than a scientific or medical one. The meeting organizers said they hoped that, by exposing delegates to the way others are handling the crisis, more public health officials would be able to marshal the political will and information skills to make their programs more effective.

The successes and failures of one country are relevant to others," said Dr. Jonathan Mann, director of the health organization's special program on AIDS. "One should never underestimate the value of seeing how someone else has done something you're not quite sure how to do. There is strength from common purpose."

Dr. Mann described the "economic, social, cultural and political reaction" to AIDS as a "third epidemic" — the first two being the spread of the AIDS virus and the spread of the full-blown, fatal disease. "Fear and ignorance continue to lead to tragedies," he said. "AIDS has unveiled thinly disguised prejudices about race, religion, social class, sex and nationality."

GENERAL NEWS

No Progress Is Seen in Afghan Talks

By Richard M. Weintraub Washington Post Service ISLAMABAD, Pakistan — Diego Cordovez, the UN special mediator, resumed Tuesday talks in Islamabad after talks in Kabul and said that many differences remained between the two countries on the subject of a negotiated settlement to the war in Afghanistan.

The UN under-secretary general, who usually adopts a markedly optimistic tone in his characterizations of the long-running talks on Afghanistan, said on Pakistani television that "there are a lot of differences, and we will have to work them out."

Asked if he was any closer to a settlement, he responded abruptly, "I don't think so."

Mr. Cordovez, who had met in Kabul with Afghanistan's leader, Major General Najib, and his foreign minister, Abdul Wakil, began talks with Pakistani foreign ministry officials after he arrived in Islamabad. He also briefed the U.S. and Soviet ambassadors on the results of his meetings in Kabul.

Mr. Cordovez began this round of talks a week ago in Islamabad. It was unclear what had led to Tuesday's note of caution, but Pakistani officials have warned publicly and privately that a number of key issues have to be resolved before a new round of formal talks can be called in Geneva.

President Mohammed Zia ul-Haq of Pakistan emphasized last week that his government would not sign an accord with General Najib's government because its power rests on the presence of the estimated 120,000 Soviet troops in Afghanistan. This implied that a peace agreement would be signed only with a successor government, a point emphasized by other Pakistani officials this week.

Mr. Cordovez presumably carried variations on this message to Kabul. It was not known how the Afghans responded, but Mr. Cor-

GENERAL NEWS

British Dismisses 'Shoot-to-Kill' Inquiry in Ulster

Washington Post Service LONDON — Allegations that the police in Northern Ireland operated under a "shoot-to-kill" policy against presumed terrorists in 1982 have been dismissed by British attorney general, who said that there would be no further prosecutions in the deaths of five unarmed men and a teen-age boy shot by the police that year.

Attorney General Patrick Mayhew's announcement Monday in the House of Commons followed a three-year investigation that began in 1984, when politicians in Northern Ireland asserted that earlier acquittals in the cases had been the result of an official cover-up.

Mr. Mayhew said there was no evidence of "any offense, such as incitement to murder, such as would be comprised in a shoot-to-kill policy." He said further prosecutions would not be in the "national interest."

The announcement, awaited since the investigation report was turned over to government prosecutors last spring, caused an uproar in the House.

Kevin MacNamara, the opposition Labor party's official spokesman on Northern Ireland, called the decision not to prosecute "insupportable."

The decision is likely to increase tension between Britain and the Republic of Ireland, which agreed two years ago to form a bilateral commission to work on alleviating violence in Northern Ireland.

The Irish government has complained in recent months that Britain has dragged its feet on a part of the agreement calling for reforms of provincial judicial procedures that Dublin says discriminate against the Roman Catholic minority.

GENERAL NEWS

1938: Japan's... TOKYO — Japan...

the sudden seizure of power by Yusef Karzai and the rise of a manifesto... that the new administration and that the new government...

the world in the first of the program. Admiral... Minister of the... during a debate in the... national defense was... that it would take... of France, claiming that... of France, concluding that... national defense...

At the same time, it was alleged that senior constabulary officers had clandestinely, and illegally, entered the Irish Republic to track the group's leader, and that this, too, was the subject of false testimony.

That fall, the police fired 109 rounds of ammunition into a car that allegedly failed to stop at a checkpoint in County Armagh, on the border with the Irish Republic. Three unarmed IRA members in the car were killed. Three constabulary men later stood trial for one of the deaths and were acquitted.

The second shooting took place that November, when two teen-age boys, riding their bicycles through the countryside, entered an old shack that was under police surveillance as a possible IRA arms dump. The police fired on the boys,

At the same time, it was alleged that senior constabulary officers had clandestinely, and illegally, entered the Irish Republic to track the group's leader, and that this, too, was the subject of false testimony.

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ARTS / LEISURE

Suzman's Andromache: A Touch of Greatness

By Sheridan Morley
International Herald Tribune
LONDON — The plot is, when you get right down to it, simple enough: Orestes loves Hermione, who loves Pyrrhus, who loves Andromache, who loves Hector, who is dead. But, as George Sitzer remarks in a brilliant program note for the opening of Jonathan Miller's first and defiantly academic season at the Old Vic, the real problem with Racine and "Andromache" is that for English-speaking audiences there are inclined to disappear into a black hole where the language is all and the plotting and characterization virtually nonexistent by our more familiar Shakespearean standards.

THE LONDON STAGE

with the exception of the most intriguing (a song of white-hot racial rage called "You Have to Be Carefully Taught," which destroys the myth of Hammerstein as a soft and sentimental lyricist) are all classic showstoppers, from "Cockeyed Optimist" through "Younger Than Springtime" and "Happy Talk" to "This Nearly Was Mine." It is true that this production has a faintly bus-and-truck road show feel to it, and that Gemma Craven in her perky all-English way is no match for the Mary Martin original. But Emile Belcourt has all the right Pizze operatic qualities for de Beque. Johnny Wade is a plausible Luther Billis and Berice Reading is nothing less than the definitive "Bloody Mary," a great, big, black, sinister Mother Courage being out on the songs of Bali Hai.

before Vietnam and Martin Luther King, both Hammerstein and Joshua Logan had things they wanted to say about the American military presence overseas and its attitude to local people of another skin color. Indeed the hero of the show is finally killed offstage because there is no way he can be allowed to marry a native girl, and it is surely some comment on attitudes of the time that the only song not to become an immediate hit is the one that deals with that problem. The belief that Rodgers and Hammerstein stood for a purely escapist world of singing aunts and lovable children has to be reconsidered. It is indeed arguable that from the death of poor Jud in their initial "Oklahoma" through that of the heroes in both "Carousel" and "South Pacific," they were always concerned with something very much less sunny than a bright golden haze on the meadow.

Despite the moments of visual eccentricity, this remains a hugely welcome reminder of the greatness of a score which marked, after "Porgy and Bess" and "Showboat," the beginning of the growing up of the modern stage musical.



Karl Lagerfeld for Chanel showed off-shoulder elegance and gentle short-jacketed suits (left and center); Ungaro drew applause for his bold, flower-strewn styles.

Audacious Ungaro, Controlled Chanel

By Bernadine Morris
New York Times Service
PARIS — Emanuel Ungaro introduced the shortest, tightest and most colorful dresses of his career Tuesday. He was rewarded with excited shrieks and screams of approval after the show as he walked down the runway lined with models wearing his audacious flower-strewn styles.

Ungaro has been pursuing the sexy fashion road for several years, oom with ever-increasing success. His style may have reached its apotheosis this time. It is difficult to imagine him taking it any further. Colors are as vivid as they can be with combinations of, say, green with purple or orange with yellow, dazzling the eye in large flower prints. Two or three different prints are often combined in a single style. Puffed sleeves, low décolletages, flirty peplums and assorted ruffles accompany the snugly draped and fitted dresses and jackets. Silk flowers with a shiny coating to make them glisten outline necklines and are tacked to skirts. Earrings are often colorful butterflies. Large wheels of fabric with a rose at the center decorate the shoulders of many dresses.

The effect is frivolous and seductive. The clothes are as short as possible, including evening dresses which are no longer than bathing suits in front but have flowing trains at back. They are all variations of a single theme and the women in the audience enjoyed the femme fatale ambience.

In contrast, the Chanel show opened soberly with gentle short-jacketed suits decorated with buttons or ribbon borders instead of braid; some even had white lace collars and cuffs to enhance the demure look. Skirts were often rounded, but they never looked tight or restrictive. Long jacket suits were also prevalent. It is as if Lagerfeld, charged with bringing the venerable Chanel look up to date, felt he could relax and avoid histrionics. He even showed a number of pants suits, always with wide legs.

But he went even further. He showed some calf length suits and dresses, always slender and in dark shades. "By winter they will be back," he said of his longer styles. Speaking of the general mood of the collection, he said, "It's time to update clothes, to clean things up, to modernize — we can leave the wild clothes to ready-to-wear." This feeling was reflected in the evening clothes as well. Skirts have enormous fullness, sometimes starting below the hips. Off-the-shoulder necklines and organza blouses with bouffant skirts are derived from Franz Xaver Winterhalter, the 19th century portrait painter, according to the designer. Lagerfeld, who has contributed to the liberation of couture design, is now concerned with toning things down. It is not an unwelcome move.

Philippe Venet always had a sense of proportion. His basic spring coat was short and smock-like and it usually accompanied a soft crêpe dress with puffed sleeves and a low flare. Suits in bright shades like robin's egg blue or apple green were shown with matching paisley-patterned silk blouses.

DOONESBURY



Turns to Diplom

the Arabs that their desire Tehran keep the peace. The Reagan administration has been pressing for the Council to follow up on its call with an arms embargo on the Soviet Union has been by Iraq of delaying the thereby aiding Tehran. After the Arab League meeting, a senior official said that the Arabs support the resolution before the Security Council which requires the Arab withdrawal.

Results in 26 Elect

Frozen in Philippine Manila — Philippine officials on Tuesday announced the results of the election in 26 areas. The Commission on Elections said that the results had called for cheating. The areas included the Cagayan province, where Lieutenant Colonel Rodriguez outside won the governorship.

Feb. 15 Memorial

For Hebe Dorsey IN MEMORY OF Hebe Dorsey, the International Herald Tribune's fashion editor, a gathering of her family and colleagues will be held in Paris next month. Dorsey, who died of cancer on Dec. 27, was the IHT's fashion editor for more than two decades. Friends and readers are welcome to attend the memorial gathering on Feb. 15 at 10 A.M. at the Cercle de l'Union Interalliée, 33 Rue de Faubourg Saint-Honoré. The date was incorrectly listed in the Tuesday editions of the IHT as Feb. 14.

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PARIS 16th
LE PRESBOURG
Tremors of the sea, seafood, fish, crayfish...

PARIS 7th
THOUMELIX, Specialists of the South-West...
PARIS 8th
LUDMILA PAVILON RUSSE
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Panasonic Office Automation logo

WEDNESDAY, JANUARY 27, 1988

MADISON AVENUE

For Anglo-Japanese Car, Ads With a British Accent

By PHILIP H. DOUGHERTY

NEW YORK — The U.S. television campaign for the premium-priced Sterling motorcar shows leather seats and burled walnut paneling. Off-camera, a British voice narrates against a rorchestrated version of the theme to the popular TV series "Brideshead Revisited" by the composer Geoffrey Burgon.

David W. Hayett, marketing director of Austin Rover Cars of North America, says the special qualities of that music will keep the 30-second commercial fresh. Austin Rover is marketing the car, and the television campaign is being handled by Hal Riney & Partners. While the Sterling is a joint venture to which Honda Motor Co. of Japan is contributing the engine, the advertising will be very British, according to Mr. Hayett of Austin Rover. He said research had shown that consumers and dealers found the dual language confusing.

The theme line, which pretty much sums up the strategy, is "Steering. The inevitable British road car."

In addition to publications for automotive enthusiasts, the print campaign will start showing up this week in weekly magazines. The weeklies will feature the Sterling against the backdrop of a specially commissioned painting of a far-off village glimpsed through a break in a grove of trees. No headline. Instead, some lines from Wordsworth, which say in part: "To none more grateful than to me; escaped From the vast city, where I long had pined A discontented sojourner: now free Free as a bird to settle where I will."

The print ad also makes more of a sales pitch than the video. It mentions the 151-horsepower V6 engine, but not who makes it.

ADVERTISING with a historical flavor will mark Parker Pen Co.'s 100th anniversary this year. Its agency, Low Howard Metcalf, says the first ad, as a spread and a single page, will have the headline "The pen is mightier than the sword, and some pens are mightier than others."

The three photos are of General Dwight D. Eisenhower, giving the victory sign with two Parkers after Germany's surrender in World War II; General Douglas MacArthur, at the signing of Japan's surrender; and Warren Christopher, then the U.S. deputy secretary of state, signing an agreement for the 1981 release of American hostages held in Iran.

Ted Bates Worldwide paraded Saatchi & Saatchi's burning desire to be the biggest agency in the world into the sale of Bates for \$507.4 million, said Robert Jacoby, Bates' former chief executive, in a signed, page one article in Adweek this week. "And we made the Bates shareholders — and there were a lot of Bates shareholders — a lot of money," he said. Mr. Jacoby made \$110 million on the deal.

Referring to the furor among clients that followed the announcement of the sale price, Mr. Jacoby commented, "Clients consider their agencies to be servants, and have for many years. When your servant gets rich and you don't, the blood boils."

People

Ira Berkowitz has become president of Beaumont-Bennett, a sales promotion agency subsidiary of Grey Advertising.

Peter Swerdloff has joined Siegel & Gale as executive vice president and creative director.

Loretta Volpe, a senior vice president, becomes director of media operations at Lintas, New York.

Currency Rates

Table with columns for Currency, Bid, Ask, and other rates for various international currencies.

Interest Rates

Table with columns for Currency, Rate, and other interest rate data for various currencies.

U.S. Money Market Funds

Table with columns for Fund Name, Assets, and other financial data for U.S. money market funds.

Gold

Table with columns for Location, Price, and other gold market data.

NYSE Computer Cited

Report Urges Joint Plan by Markets

Compiled by Our Staff From Dispatches WASHINGTON — The inability of the New York Stock Exchange's computer trading equipment to deal with a huge volume of trades must be addressed to prevent another Black Monday, a congressional report said Tuesday.

The study, one of several being conducted on the Oct. 19 market collapse, also said that lawmakers, federal regulators and trading officials must take into account the dramatic effects that the nation's markets have on one another.

"Decisions of self- and federal regulators were made without benefit of any formal intermarket contingency planning" in October, said the report, which was prepared by the General Accounting Office and submitted to a House subcommittee. "Such plans should be developed to deal with any future market emergencies that may occur."

The Dow Jones industrial average plunged by 508 points on Oct. 19, a record one-day loss. The report made no recommendations related to computerized program trading by institutional investors, which has been cited as a major factor in the market collapse.

Mr. Bowsher also urged that steps must be taken to protect individual investors from the "natural advantages" of institutional traders.



Sam M. Walton, the founder of Wal-Mart Stores, receiving a gold medal from a retail association.

A Lesson From Retailing's Masters

By Isadore Barmash

NEW YORK — They both started with a single store in the South. Over the years, those stores multiplied into sprawling empires blanketing the region and, lately, some of the rest of the country.

Now, at a time when most of their contemporaries have long since given up the game, Sam M. Walton, 70, the founder and chairman of Wal-Mart Stores Inc., and William Dillard, 74, his counterpart at Dillard Department Stores Inc., are still looking for new ways to fill the cash register.

Mr. Walton, whose stores have made him perhaps the wealthiest person in the nation, recently opened the first of a new chain of outlets, called Hypermart USA. The store, in Garland, Texas, is a cavernous 200,000-square-foot (18,000-square-meter) outlet that gives roughly equal space to food and nonfood products, a European approach that is new to this country. It attracted 12,000 shoppers on its opening day last month. The second Hypermart opened Monday in Topeka, Kansas, and two more are due soon.

In all, Mr. Walton presides over 1,040 stores from his head-

quarters in Bentonville, Arkansas. Wal-Mart is now the third-biggest U.S. retailer, after Sears, Roebuck & Co. and K mart Corp., with estimated sales of about \$16 billion and earnings of \$620 million in the year ending Jan. 31. The expected results, a sharp increase over the previous year, are largely attributed to the fast pace of expansion.

For his part, Mr. Dillard, who is based in Little Rock, Arkansas, closed out the year by completing the latest in a series of acquisitions of regional chains.

The chain, 14 Higbee's department stores in northern Ohio, bought in conjunction with Edward J. DeBartolo Corp., was posting solid profits. But usually, Mr. Dillard buys low-profit or failing stores and turns them into moneymakers. His 150 stores earned an estimated \$85 million on sales of \$2.3 billion in the year ending Jan. 31.

Earlier this month, Mr. Walton was presented with a gold medal by the National Retail Federation.

Mr. Walton, whose stores have made him perhaps the wealthiest person in the nation, recently opened the first of a new chain of outlets, called Hypermart USA.

Wal-Mart's cavernous Hypermart outlet in Garland, Texas.

Martell Accepts Grand Met Bid Over Seagram's

By Jacques Neher

PARIS — The French cognac maker Martell & Compagnie, its owning family apparently divided, said Tuesday it would accept a bid of 3,300 francs (\$585) per share from Britain's Grand Metropolitan PLC over an offer by Seagram Co. of Canada.

However, analysts said that the Martell family's lukewarm statement accepting Grand Met's offer for France's second-largest cognac house could pave the way for a still higher bid by Seagram.

The 3,300-franc share bid represents 41 times projected 1988 earnings of 116 million francs. Excluding extraordinary items, net income was 106 million francs in 1987.

Grand Met's bid values Martell at 4.57 billion francs (about \$810 million), while Seagram's valued it at 4.495 billion.

The Martell statement said the family would tender shares representing 38 percent of Martell's stock to Grand Met because the bid was "the highest to date." The family was believed to control 41 percent of the company's shares, but the difference was not explained.

"That leaves the door wide open for Seagram to come back with another bid," said Sylvain Massot, food and beverage industry analyst with Phillips & Drew, a London stockbrokerage.

Under French securities regulations, Martell could withdraw its acceptance within the next 20 days.

The ball game is undecided until Feb. 9, said one source involved in the takeover battle.

Seagram Tuesday night had no comment on the Martell statement. Grand Met's bid, announced Jan. 15, exceeded Seagram's offer of 2,975 francs by 11 percent, a difference too great for a majority of the 51-member Martell clan to refuse, sources said.

The takeover battle over Martell began Dec. 16 after the Martell family agreed to sell its shares directly to Seagram for 2,500 francs a share after growing concern over Grand Met's stake. Grand Met countered with a full tender offer of 2,675 francs, which it sweetened several days later to 2,825 francs.

Meanwhile, French stockbrokers attacked Seagram's private deal. After the intervention of Finance Minister Edouard Balladur, Seagram canceled the agreement on Jan. 11, replacing it with a full tender offer of 2,975 francs. That bid, like the first Seagram offer, was enthusiastically endorsed by the Martell family, led by René Firino-Martell, who serves as chairman of the company.

"The very traditional and familial character of Seagram approaches that of our own spirit," Mr. Firino-Martell said in a newspaper interview last week.

He also said Seagram's product line, which includes Mumun and Penier-Jouet champagne and Chivas Regal whiskey, would provide better company for Martell's cognac than Grand Met's products. Grand Met brands include J&B and Black Velvet whiskey, Gibbey's gin and Bailey's Irish cream.

He also criticized Grand Met's higher offer as "brutal. This is much too much," he said. "We've reached the limits of the absurd."

But sources said Martell family members, most of whom have no involvement in the company, began to fall out of rank, and by Monday evening, when they met at company headquarters in Paris, Mr. Firino-Martell was outnumbered.

"It was apparently very difficult for Mr. Firino-Martell to convince these people, who have nothing to do with the company's management, to sell their shares to Seagram for 11 percent less than Grand Met was offering," said Mr. Massot.

Even if Seagram decides not to raise the stakes, it could realize a profit of \$35 million by selling its Martell shares to Grand Met.

Nigeria Is Said to Seek Netback Pricing and U.S. Refinery

Survey reported Monday that Nigerian National Oil Co. is planning to sell 3 million barrels a month of crude oil to several customers based on a netback formula.

Acquiring a stake in a U.S. refinery would also help guarantee the sale of Nigeria's crude oil, analysts say.

"That they are interested in refineries is the key because it means a long-term association rather than just a one-shot deal with a trading company," said one U.S. oil analyst.

Nigeria, like other producers in the Organization of Petroleum Exporting Countries, is faced with the problem of maintaining oil sales to meet projected revenue needs.

"I'm not at all surprised Nigeria is offering netbacks," said Scott Jones, an analyst with WEFA Group. "It's another piece of evidence that discounting by OPEC members is widespread."

During the past month, there have been market reports that Saudi Arabia, Kuwait and other OPEC members have offered a netback-priced deal with Nigeria for 1 million barrels a month.

Netback offers to two other companies, Petromed and Attock Oil Services, are being negotiated, the journal said.

However, a trader with Attock Oil said last week that the company had not been offered a netback deal by Nigeria.

Many U.S. oil traders believe a resurrection of the netback pricing mechanism, which was blamed in part for the collapse of world oil prices in 1986, would have only a temporary weakening effect on oil prices.

"This is bearish for the oil market because the market still associates netback deals with the 1986 price crash," said Valban Zanoyan, senior director of Petroleum Finance Co.

However, he said netback pricing itself would not be the most important factor affecting prices.

"As long as oil production does not go back to 1986 levels, the oil prices will not drop sharply," Mr. Zanoyan said.

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De Benedetti Offer Detailed

BRUSSELS — Carlo De Benedetti is offering 3,400 Belgian francs (about \$97) a share to buy a further 15 percent of Societe Generale de Belgique, the Belgian Banking Commission said Tuesday.

It said it would rule Feb. 2 whether the offer can proceed. The Italian financier is offering to pay a total of \$400 million for the additional shares, the commission said, which would give him effective control.

His offer values Societe Generale de Belgique at 7.16 billion Belgian francs before its capital increase last week, which also has been blocked by a court. Mr. De Benedetti had acquired 18.6 percent of the company, but that would be reduced to 11.8 percent by the capital increase.

AmexCo Reports a Net Loss Of \$104 Million for Quarter

NEW YORK — American Express Co. said Tuesday it posted a net loss of \$104 million for the fourth quarter of 1987, largely as a result of additions to its banking unit's reserves for problem loans.

The loss compared with a profit of \$282 million in the fourth quarter of the previous year.

For all of 1987, the travel and financial services group reported that profit fell 58 percent to \$533 million from \$1.26 billion in 1986. Profit from continuing operations was \$1.1 billion in 1986.

American Express Bank Ltd. reported after-tax charges of \$350 million for the quarter and \$870 million for the year for provisions against possible loan losses.

American Express Co. said that for the year, earnings from continuing operations had dropped to \$1.20 billion from \$2.48 billion in 1986.

Excluding previously reported gains and charges, the company said, American Express's consolidated income from continuing operations would have totalled \$1.1 billion last year and \$1 billion in 1986.

"While we are obviously disappointed by the overall decline in earnings, American Express absorbed extraordinary negative impacts in 1987 and still posted profits in excess of half a billion dollars," the company said.

It said travel related services, the company's largest operating unit, continued to post record annual profit increases last year.

On Monday, Shearson Lehman Brothers Holdings Inc., in which American Express has a 62 percent stake, reported a loss of \$95 million for the fourth quarter, after a profit of \$106 million in the year-earlier quarter. Shearson said its profit had dropped to \$101.2 million in 1987 from \$341.5 million in 1986.

Morgan Stanley Group Inc., another investment bank, said Tuesday that its fourth-quarter net profit had slumped 46 percent to \$31.4 million, while its net for the year grew 15 percent to \$230.9 million.

Republic National Bank of New York

A subsidiary of REPUBLIC NEW YORK CORPORATION Consolidated Statement of Condition (In Thousands)

Table with columns for Assets, Liabilities and Stockholder's Equity, and Consolidated Statement of Condition for December 31, 1987 and 1986.

The portion of the investment in precious metals not hedged by forward sales was \$6.8 million and \$5.0 million in 1987 and 1986, respectively.

Table with columns for Republic New York Corporation Summary of Results (In Thousands Except Per Share Data) for Twelve Months Ended December 31, 1987 and 1986, and Three Months Ended December 31, 1987 and 1986.

*Results reflect a special provision for loan losses of \$110 million and losses of approximately \$84 million on marking to market or sales of certain outstandings in lesser developed countries.

Elof Hansson advertisement for international trading house active in pulp, paper, machinery, chemicals, timber, building material, textiles, foodstuffs, steel, consumer goods. Includes contact information for Stockholm, Sweden.

REPUBLIC NEW YORK CORPORATION 500 Madison Avenue, New York, New York 10017

BUSINESS ROUNDUP

Fiat Unveils the Tipo To Challenge VW's Golf

ROME—Fiat SpA unveiled the Tipo on Tuesday, the car it hopes will help it edge out Volkswagen AG as Europe's top automaker.

Marine Midland Posts Net Loss After Provision

HONG KONG—Marine Midland Bank Inc. said Tuesday it made an additional \$200 million in loan-loss provisions in the fourth quarter, leading to a net loss of \$198.3 million in the period after a net profit of \$38.2 million a year earlier.

Bahrain's Banks Expected to Boost Provisions Modestly for Latin Debt

BAHRAIN—Bahrain's offshore banks, saddled with \$3 billion of Latin American debt, will increase provisions against doubtful loans in their 1987 accounts but are unlikely to match the levels of their European and U.S. competitors, bankers say.

2 Who Failed to Win U.S. Drug Makers Yet Sanofi Still Seeks a Target

PARIS—After dropping out of a bidding contest for A.H. Robins & Co., Sanofi SA is still determined to break into the U.S. pharmaceutical market through an acquisition or joint venture.

La Roche Likely To Probe Again

ZURICH—F. Hoffmann-La Roche & Co.'s unsuccessful bid for Sterling Drug Inc. does not represent a major setback for the Swiss group, which may have other American companies in its sights, Swiss analysts say.

First City Expects to Report \$852 Million Loss for Quarter

HOUSTON—First City Bancorp of Texas said Tuesday it expects to report an estimated operating loss of \$852 million for the fourth quarter of 1987, resulting in part from the establishment of a revaluation reserve and other one-time expenses associated with a reorganization.

Company Results

Table with columns for Company, Revenue, Profit, and other financial metrics. Includes entries for British, Canada, United States, and various international companies.

2 Who Failed to Win U.S. Drug Makers Yet Sanofi Still Seeks a Target

By Jacques Neher Special to the Herald Tribune PARIS—After dropping out of a bidding contest for A.H. Robins & Co., Sanofi SA is still determined to break into the U.S. pharmaceutical market through an acquisition or joint venture.

A direct challenge to VW's Golf, Europe's most successful car, the Tipo is crucial to Fiat's goal of seizing leadership of the European market.

The importance of the Tipo to Fiat's strategy was reflected in the scale of the company's presentation to the news media.

Mr. Ghidella said that Fiat had increased its share of the European market to 14.3 percent in 1987, still behind VW's more than 15 percent.

He said the Tipo, a hatchback saloon with modern, aerodynamic lines, incorporated the most advanced computer and robot technology.

The Tipo initially will come with a choice of five engines, three petrol and two diesel, Mr. Ghidella said.

He said the weakness of the dollar and penetration by Japanese and Korean manufacturers had prompted Fiat to rule out the U.S. market for the Tipo.

Fiat officials said Tipo models would cost from 11 million lire to 20 million lire (\$8,900 to \$16,200).

Mr. Ghidella said Fiat intended to produce around 350,000 Tipos a year, half for Italy and half for export.

2 Who Failed to Win U.S. Drug Makers Yet Sanofi Still Seeks a Target

By Jacques Neher Special to the Herald Tribune PARIS—After dropping out of a bidding contest for A.H. Robins & Co., Sanofi SA is still determined to break into the U.S. pharmaceutical market through an acquisition or joint venture.

"It's completely unthinkable that within a period of five years Sanofi won't be established directly in the United States," he said in an interview.

But Sanofi's target would be significantly smaller than Robins, which expects to report 1987 sales of about \$850 million.

Although Mr. Dehecq refused to name potential targets, he said they likely would include drug companies that are weak in research but have established a national sales network of at least 600 people.

Sanofi, with annual sales of 16.7 billion francs (\$2.95 billion), is France's second-biggest pharmaceutical company behind Rhone-Poulenc SA.

It is chiefly known for a line of drugs treating blood disorders and epilepsy, and also markets diagnostic tests for AIDS.

Robins faces huge damage claims from 200,000 women who say they were injured by the Dalkon Shield contraceptive device, which Robins marketed from 1970 to 1974.

Although Sanofi's offer has not been officially withdrawn, Mr. Dehecq said he did not hold out much hope that it would be favored by the bankruptcy judge overseeing Robins' case.

Sanofi's offer, which earlier had been approved by the Robins board, would have established a trust fund to handle Dalkon Shield claims, with payments to claimants spread out over five years.

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Swiss Watch Exports Rise

BIENNE, Switzerland—Swiss watch exports rose 1.6 percent last year to a record 4.34 billion Swiss francs (\$3.19 billion) despite the decline of the dollar, the Swiss Watch Federation said Tuesday.

The United States remained the biggest foreign market, taking about 20 percent of total exports.

U.S. imports, converted into Swiss currency at declining dollar rates, fell 3.1 percent to 828 million francs, but rising sales in Europe and Southeast Asia more than offset the decline.

Exports of low-priced watches, such as the popular Swatch models, rose only 3 percent in value as supplies failed to keep up with demand, the federation said.

Meanwhile, foreign sales of luxury watches rose about 8 percent in both volume and value.

To 1986, Swiss watch exports, which include watch movements, amounted to 4.27 billion francs.

The industry's profits are expected to shrink this year, the federation's latest bulletin said, citing the world stock downturn and turmoil in currency markets.

The chairman of La Roche, Fritz Gerber, described Sterling as "a fine company that would have made an excellent fit with Hoffmann-La Roche."

He said the \$5.1 billion price tag approved by Sterling and Kodak did not meet La Roche's investment criteria.

A spokesman for the Swiss pharmaceutical giant said the group was still interested in acquisitions that would complement its existing businesses if they were reasonably priced.

Analysts said La Roche had the advantage of high liquidity and a strong currency advantage in its favor.

Meinrad Gyr, an analyst with Credit Suisse, said that La Roche might turn its attention to Japan as well as the United States.

He said that the group was acting from a position of strength, adding, "acquisitions are not essential, and certainly not acquisitions at any price."

He believed that the United States would remain the focus of Roche's acquisition efforts because American drug companies have become much cheaper since the October stock market collapse.

He cited Warner Lambert Co., Squibb Corp. and American Cyanamid Co. as the type of companies in which La Roche might be interested.

"The names you frequently hear mentioned," he said, "are around the same size as Sterling and have good sales outlets, especially for over-the-counter drugs and vitamins, in which La Roche is interested."

Squibb is less diversified than Sterling but American Cyanamid has a wider range of interests, including agrochemicals and basic chemicals.

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He cited Warner Lambert Co., Squibb Corp. and American Cyanamid Co. as the type of companies in which La Roche might be interested.

"The names you frequently hear mentioned," he said, "are around the same size as Sterling and have good sales outlets, especially for over-the-counter drugs and vitamins, in which La Roche is interested."

Squibb is less diversified than Sterling but American Cyanamid has a wider range of interests, including agrochemicals and basic chemicals.

Table with columns for various stock indices and their values.

Table with columns for various commodity indices and their values.

Table with columns for various market guides and their values.

Table with columns for various spot commodities and their values.

Table with columns for various DVI futures options and their values.

Table with columns for various U.K. industry reports and their values.

Advertisement for The Carlyle Hotel, located at Madison Avenue, New York 10021.

Advertisement for Franklin Tax-Advantaged U.S. Government Securities Fund, featuring a key graphic and contact information.

Advertisement for United States District Court, Central District of California, regarding BankAmerica Securities Litigation.

Advertisement for First Australia Prime Income Investment Company Limited, including a notice of annual general meeting.

Advertisement for Morgan Guaranty Trust Company of New York, including a notice of annual general meeting.

Advertisement for Business School Lausanne, offering an M.B.A. program.

Advertisement for Doubling the Dow, a financial strategy book.

Advertisement for Franklin Tax-Advantaged U.S. Government Securities Fund, including a form for investors.

Tuesdays MEX Closing

Tables include the nationalities prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Via The Associated Press

Table with columns: 12 Month High/Low, Stock, Div. Yld. PE, etc. Lists various stocks and their performance.

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INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 26th Jan. 1988

Net asset value quotations are supplied by the Funds listed with the exception of some quoted based on issue prices.

The marginal symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (bi) - bi-monthly; (r) - irregularly; (i) - irregularly.

Large table listing various international funds with columns for fund name, currency, and other details.

Floating-Rate Notes

Table listing floating rate notes in various currencies including Dollars, Deutsche Marks, Japanese Yen, and Pounds Sterling.

Vertical advertisement on the right side of the page, including 'Agency Market', 'Purchases by...', 'Tuesday's OTC Prices', and 'Reaching More Than a Third of a Million Readers in 164 Countries Around the World'.

Handwritten note: JPV col 15D

CURRENCY MARKETS

Dollar Slips As Market Awaits GNP

NEW YORK — The dollar fell slightly Tuesday against major currencies in New York as trading slowed ahead of a report Wednesday on the U.S. gross national product for the fourth quarter of 1987.

London Dollar Rates

Table with columns: Currency, Bid, Ask, and Source: Reuters. Includes Deutsche mark, French franc, Swiss franc, and Japanese yen.

and to 1.3575 Swiss francs from 1.3645. The U.S. currency retreated against the British pound, which fell to \$1.7745 from \$1.7685.

Purchases by Central Banks Could Cut U.S. Refundings

NEW YORK — Purchases by foreign central banks at the U.S. Treasury's debt auctions could reduce the Treasury's need for cash from private investors throughout the quarter, economists say.

surely has really gotten a ton of money from them in the first quarter and it allows them to offer less to private investors, he said.

Mexico's Novel Auction Of Bonds Set for Feb. 19

MEXICO CITY — Mexico's Treasury secretary, Gustavo Petricoli, has announced that the government's first bond auction under its novel foreign debt exchange program will be held Feb. 19.

ORDERS: Data Show Strength

Orders in the volatile military category shot up 13.7 percent in December to a seasonally adjusted total of \$11.3 billion, following a slight 0.7 percent decline in November.

RETAIL: Some Lessons From Masters of the Trade

(Continued from first finance page) Each year to rally the troops. "People respond to them and they respond to people," Mr. Raisbeck said.

SANOFI: Still Seeks U.S. Target

(Continued from Page 11) he said AHP's \$700 million offer "set the bar too high" for Sanofi, and that making a still higher counteroffer "would have been very unrealistic."

OTC Prices section with title 'Wednesday's OTC Prices' and 'NASDAQ Prices as of 4 p.m. New York time.'

Table with columns: 12 Month High, Low, Stock, Div. Yld., Sales in Mil., High, Low, 4 P.M. Bid, Net.

Table with columns: 12 Month High, Low, Stock, Div. Yld., Sales in Mil., High, Low, 4 P.M. Bid, Net.

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Table with columns: 12 Month High, Low, Stock, Div. Yld., Sales in Mil., High, Low, 4 P.M. Bid, Net.

Large table of OTC prices for various stocks, including columns for 12 Month High, Low, Stock, Div. Yld., Sales in Mil., High, Low, 4 P.M. Bid, Net.

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SPORTS

The Color Lines Remain Drawn

International Herald Tribune LONDON—In a perfect world, sport would be color-blind. We would judge a champion on what he or she produces from the inside—on heart and lungs and character—and ignore completely the skin-deep statements of pigmentation.

But we are not so pure. And athletes themselves are confused about black consciousness, perhaps more confused than ever before. More than a half-century ago, Jesse Owens used performance alone to make his point at Berlin's 1936 Olympics, which Hitler had intended as the Aryan Games.

Ben it took a stunning world record for some Canadian newspapers to stop calling Johnson a "Jamaican Canadian" and embrace him simply as Canadian.

In most other sports, color has blurred into at least secondary importance to achievement. None more so than soccer, a simple sport played to one set of rules in 150 countries, 42 of which happen to be African.

Mark Walters would be embarrassed. Walters is a quicksilver black winger who, as a target of racist abuse, is paying for sudden new wealth.

Born in Birmingham, England, of West Indian immigrants, Walters had relatively few problems until Glasgow Rangers, Scotland's big spender, bought him for £500,000 (\$886,000) three weeks ago.

In the Scottish Premier Division, Walters is a minority of one—the only black player. Home games are one thing; at away matches he is reviled by monkey chants and bombarded with bananas.

Now transferred to Shrewsbury in England, Kasule played for lesser teams than Rangers, but says: "If it's any consolation to Mark, the abuse will stop when he's done the round of clubs. In six months it will be over."

Kasule admits he had certain advantages. He was born in Glasgow, the son of a Ugandan anthropologist father and a Ugandan midwife mother.

"True," he says, "I am Scots and black. Mark is English and black—the worst possible combination in Glasgow."

Not quite. The greater Glaswegian divide is bigotry, Rangers being exclusively Protestant and Celtic mainly Catholic. With Walters' match-winning skills, Rangers followers are having to modify one sick chant: "I'd rather be a darkie than a Tim"—Tim being a derogatory term for a Catholic.

And Walters' burden may be shared if Dundee United succeeds in its £400,000 bid for Josimar, Botafogo's cavalier black full-back.

Josimar may be shocked by prejudice. Walters may be smug by it. But neither should think this a new problem north of the border. It was William Blake, 150 years ago, who wrote: "My mother bore me in the southern wild, 'And I am black, but O! my soul is white."

In starting contrast, Gary Bailey reverses the situation. In South Africa, where soccer is predominantly (but not exclusively) black, Bailey is a 29-year-old white goalie preparing to make his debut on Saturday for the Kaizer Chiefs of Soweto.

Until last year Bailey was Manchester United's goalkeeper, aspiring to make the breakthrough for England's national team. A knee injury forced his premature retirement and an insurance payoff.

He retreated to Johannesburg, where his parents live and where he was educated at Wits University. Two operations have restored sufficient mobility for him to try South African soccer.

He will represent a black club tolerant of talent inside any skin, a club that 11 days ago topped the billing at South Africa's Charity Spectacular, where 92,000 spectators crammed Johannesburg's Ellis Park to cheer multiracial soccer in an arena built as a monument to white rugby.

Bailey, like Walters, believes that performance speaks louder than words. Yet he knows that had he set foot on that field a year ago he would have killed in a stride his international aspirations. South African soccer, like most South African sport, is the outcast of games.



Rob Gullit. He dedicated his award to Nelson Mandela.

Speaking of the living: This column a week ago suggested Alianza de Lima needed the spirit of Teofilo Cubillas to resurrect the club after a plane crash annihilated its team. Better than that, Alianza recruited Cubillas in the flesh. The maestro came out of retirement to lead an Alianza side of youths and minor-league players to a 2-1 victory over Bolognesi of Tacna.

Cubillas, almost 39, is not the athlete of his youth. But by scoring the winner and inspiring delirium among 40,000 fans, he temporarily interrupted their pain of bereavement.

Rob Hughes is on the staff of the Sunday Times.

ITF Will Stop Committing Pros To Competition in South Africa

By Peter Alfano New York Times Service NEW YORK—Philippe Chatrier, president of the International Tennis Federation, said late Monday that it would no longer require players to play in South Africa.

The decision is intended to placate African nations and anti-apartheid groups, as well as the International Olympic Committee, which had expressed concern about a possible African boycott or disruption of the 1988 Summer Olympics in Seoul, South Korea, because of the annual tennis tournament held in Johannesburg.

As president of the ITF, Chatrier is also representative on the Men's International Professional Tennis Council, which governs the men's game. Under council rules, players must enter a minimum of 14 tournaments of their choice per year.

But because it will no longer make anyone go to South Africa, the ramifications of Chatrier's decision could well be the end of the Johannesburg tournament, which this year is scheduled for Nov. 14-20.

"It was not an easy decision," Chatrier said by telephone interview from Melbourne. "South Africa was a founding member of the ITF. It was an important move on our part, though, and we think it sends a clear signal. We won't ask players to go to South Africa. We will leave it to their conscience."

"We are respecting their freedom of choice as professionals practicing their trade. But we also want to keep in line with the Olympic movement and charter. We think this will placate the African countries. Our point of view is clear and positive."

The ITF decision is not likely to placate everyone. Richard Lapchick, an anti-apartheid activist who founded the Institute for Sport in Society at Northeastern University in Boston, said that the African nations would ideally like to see South African players barred from competition. But the African nations would settle for an end to the Johannesburg tournament, although they would probably rather

see an outright removal over a slow death, Lapchick said. A South African Olympic boycott, though, would penalize the African nations, he said. And on-site protests may be difficult, as security in Seoul is expected to be extremely tight.

Thus, the African nations may well decide to participate even though several of the Olympian tennis players have been to South Africa. "It puts the African nations in a moral dilemma," Lapchick said. "But there are pragmatic things at stake, too."

The involvement of professional tennis with South Africa has become controversial since the sport returned to the Olympics; tennis was a demonstration sport in Los Angeles in 1984 and will be a medal sport in Seoul. It is the only Olympic sport whose international federation still recognizes South Africa.

Last fall, Boris Becker of West Germany was removed as the goodwill ambassador for UNICEF when Swedish anti-apartheid activists called attention to the fact that he had played in South Africa when he was 16 as a member of the West German junior team. Becker has said that he has no intention of returning to that country, but was placed on a United Nations blacklist of athletes just the same.

Then, in November, Brad Gilbert of the United States and Pat Cash of Australia played in the Johannesburg tournament in a bid to earn enough grand prize points to qualify for the Masters, the year-end tournament involving the top eight players in the world. Cash faced continuing protests by anti-apartheid groups during the recently completed Australian Open.

Juan Antonio Samaranch, the administrator of the men's council, said at the Masters that sports and politics should not mix. He still thinks so.

"We are a separate organization, we're not in the Olympics," Happer said Monday from Australia, where the council is meeting. "Politicians are seeking to use this sport to make a statement. The pro council is not going to remove the Johannesburg sanction."

Chatrier said that, in the future, players who go to South Africa to play in the Johannesburg tournament or exhibitors will have to answer to their national federations if they want to participate in the Olympics or Davis Cup.

"Each national committee will face that responsibility," he said. "We have always condemned apartheid as a system; South Africa does not participate in Davis Cup, Federation Cup or Youth Cup play."

Still, there was sentiment for keeping Johannesburg on the men's calendar. Marshall Happer, the administrator of the men's council, said at the Masters that sports and politics should not mix. He still thinks so.

Devils Fire Carpenter, Schoenfeld New Coach

Compiled by Our Staff From Dispatches EAST RUTHERFORD, N.J.—The New Jersey Devils fired Coach Doug Carpenter Tuesday and named former Buffalo Sabres Coach Jim Schoenfeld to replace him.

Carpenter, who led the team for three and a half seasons, was fired in the wake of a five-game losing streak and a 3-9-1 tailspin as New Jersey dropped to fifth place in the National Hockey League's Patrick Division.

The Devils had failed to make the playoffs during Carpenter's tenure, although they did improve their point totals each season; last year was their best, but they still had the 20th-worst record in the 21-team league.

This will be Schoenfeld's second coaching job in the NHL. He guided the Sabres for 43 games in the 1985-86 season, posting a 19-19-2 record before being replaced by General Manager Scotty Bowman, the man who appointed him.

Schoenfeld, 35, played defense for 13 years in the NHL, mostly with Buffalo. He began coaching in 1984 with Rochester of the American Hockey League and led the team to a 17-6-2 mark before coming out of retirement to rejoin Buffalo.

He is the fourth head coach in the history of the New Jersey franchise. Carpenter, 44, was appointed in May 1984, after an 11-year apprenticeship in minor and junior leagues.

The 1986-87 season was the Devils' best ever, as they won 29 games, lost 45 and tied 6 for 64 points. But that still left them last in their six-team division.

(AP, UPI)

Thai Boxer Keeps Crown On Decision

The Associated Press BANGKOK—Khaosai Galaxy won a unanimous 12-round decision over fellow Thai Kongnoras Payakarun to retain his World Boxing Association junior bantamweight title here Tuesday.

Khaosai had Kongnoras retreating through much of the fight, but a straight right decked the champion in the fifth round; he was up immediately before taking a mandatory eight-count.

Judge Eung Myung Bae of South Korea scored it 118-110, Medardo Villalob of Panama had it 115-113, and Masakazu Uchida of Japan saw it 116-114.

It was Khaosai's seventh defense of the title he took in knocking out Eusebio Espinal of the Dominican Republic in November 1984. The previous victories were all by knockouts. He is 33-1 lifetime.

Unbeaten BYU's on a Mission

By John Feinstein Washington Post Service

ALBUQUERQUE, New Mexico—There may not be a more famous name in sports than the one that leads to the playing floor here in the arena known as "The Pit."

When a visiting basketball team arrives at the bottom, it hits a sea of red and a cauldron of noise. Last month, top-ranked Arizona walked down the ramp unbeaten and back up it 12-1.

On Saturday, as he led his Brigham Young teammates down the ramp to face the University of New Mexico, Michael Smith heard a voice a few feet away from him: "Welcome to the Pit, Michael," the man said. "Thank you, Smith answered, grinning. "It's very nice to be here."

Two hours later, Smith and BYU walked back up the ramp, leaving behind a lot of quiet people in red and a scoreboard that said BYU 89, New Mexico 82. The Cougars now have led 14 straight opponents in their wake. All of a sudden, people are noticing.

"Actually, the lack of attention doesn't bother us much," said Smith. "I look back at our 1984 football team. It kept winning and nobody noticed, and it won some more and nobody noticed. When it was all over, they were No. 1. . . . It might be better for us just to go on being unnoticed."

The country's only unbeaten Division I team, the Cougars are 5-0 in the Western Athletic Conference, which is likely to get at least four NCAA tournament bids. And the best of the conference—including preseason darling Wyoming—is at BYU. The Cougars have proven that in the last 11 days by winning convincingly at Wyoming, Texas-El Paso and New Mexico. This is a team picked in no one's preseason top 20, one that only recently cracked the wire-service rankings (seventh in both), one its coach says can play with anyone.

"We're playing the best basketball in the WAC," says Laddell Anderson. "Although a lot of people in the East might disagree, I think that's saying a lot. This is a great league. The only difference between our league and the ones back East is publicity."

Lack of attention is an affliction easily cured by winning in March, something Western teams have failed to do with remarkable consistency in the 1980s.

But "we know if we keep winning, we'll get everything we could possibly want," said sick-passing guard Brian Taylor. "We take a lot of pride in being unbeaten. Every game that goes by, that zero means more and more."

The story of that zero, as with any Brigham Young team, is not like most college basketball success stories.

Transition

AMERICAN LEAGUE CHICAGO—Warred Col. Emery bottling in-structure.

SEATTLE—Signed Dennis Powell, Terry Taylor and Clint Zaveris, pitchers; Omar Vizcarra, shortstop; and Dave Hengel, outfielder, to one-year contracts.

TORONTO—Signed Juan Benitez, Gerardo Berrozo, Vladimir Campesin and Giovanni Rivera, pitchers; Paul Barlow, catcher, and Jimmy Kolb, infielder, to one-year contracts.

LOS ANGELES—Agreed to terms with Pittsburgh Pirates first baseman/outfielder, on a one-year contract.

MONTREAL—Signed Randy Johnson and Gary Wayne, pitchers; Nelson Santovenia, pitcher; and Larry Walker, outfielder, to one-year contracts.

San Francisco—Signed Daryl Baker, first-base catcher.

National Hockey League LEAGUE—Suspended Quebec defenseman Robert Goulet for 10 games for hitting Los Angeles' five games and fired Los Angeles' 21,000 and the team 21,000 because of Carter.

HOUSTON—Signed Steve Yast, pitcher, to one-year contract.

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SCOREBOARD

Basketball

NBA Leaders

Table with columns for Player, Team, Points, Rebounds, Assists, Steals, Blocks. Includes names like Magic Johnson, Larry Bird, Moses Malone.

College Top-20 Ratings

Table with columns for Rank, Team, Record, Points per game, Rebounds per game. Includes Duke, Georgetown, Michigan State.

U.S. College Results

Table with columns for Conference, Team, Opponent, Score. Includes various college basketball games.

NBA Standings

EASTERN CONFERENCE

Table with columns for Team, W, L, Pct, GB. Includes Boston Celtics, Philadelphia 76ers, New York Knicks.

WESTERN CONFERENCE

Table with columns for Team, W, L, Pct, GB. Includes Los Angeles Lakers, Golden State Warriors, Portland Trail Blazers.

NHL Leaders

Table with columns for Player, Team, Goals, Assists, Points. Includes Lemieux, Gretzky, Lindy.

NHL Standings

Table with columns for Conference, Team, W, L, T, Pts, GF, GA. Includes Philadelphia Flyers, New York Rangers, Montreal Canadiens.

Hockey

NHL Leaders

Table with columns for Player, Team, Goals, Assists, Points. Includes Lemieux, Gretzky, Lindy.

NHL Standings

Table with columns for Conference, Team, W, L, T, Pts, GF, GA. Includes Philadelphia Flyers, New York Rangers, Montreal Canadiens.

Transition

AMERICAN LEAGUE

Table with columns for Team, W, L, Pct, GB. Includes Chicago White Sox, Seattle Mariners, Toronto Blue Jays.

NATIONAL HOCKEY LEAGUE

Table with columns for Team, W, L, T, Pts, GF, GA. Includes Philadelphia Flyers, New York Rangers, Montreal Canadiens.

MONDAY'S RESULTS

Table with columns for Team, Opponent, Score. Includes various NHL games.

Transition

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Vertical text on the right edge of the page, including page number and publication details.

